

Appendix II

## MARKET DEVELOPMENT COOPERATORS

Listed below are the non-profit, forest products associations called cooperators that participate in the Foreign Agricultural Service's market development programs.

### **American Forest & Paper Association**

1111 19th Street, NW  
Suite 800  
Washington, D.C. 20036  
Phone: (202) 463-2700  
Fax: (202) 463-2787

Betsy Ward, Executive Director,  
Wood Products International

Overseas Offices: Mexico City, Mexico; Tokyo,  
Japan; Hong Kong; Seoul, South Korea; Beijing,  
China.

### **American Hardwood Export Council**

1111 19th Street, NW  
Suite 800  
Washington, D.C. 20036  
Phone: (202) 463-2700  
Fax: (202) 463-2787

Tracy Himmel-Isham, Executive Director

Overseas Offices: London, United Kingdom;  
Osaka, Japan; Hong Kong; Mexico City,  
Mexico.

### **APA-The Engineered Wood Association**

7011 South 19th Street  
P.O. Box 11700  
Tacoma, WA 98466-5399  
Phone: (253) 565-6600  
Telex: 32 7430 AMPLY TAC  
Fax: (253) 565-7265

Ed Elias, Director, International Marketing  
Division

Overseas Offices: London, United Kingdom;  
Antwerp, Belgium; Hamburg, Germany; Tokyo,  
Japan; Mexico City, Mexico.

### **Southern Forest Products Association**

P.O. Box 641700  
Kenner, LA 70064-1700  
Phone: (504) 443-4464  
Fax: (504) 443-6612  
Telex: 756854 SFPA UD

Jerry Hingle, Manager, International Marketing

Overseas Offices: London, United Kingdom;  
Madrid, Spain; Mexico City, Mexico; Tokyo,  
Japan.

### **Softwood Export Council**

520 S.W. 6TH Avenue, Suite 810  
Portland, OR 97204-1514  
Phone: (503) 248-0406  
Fax: (503) 224-3934

Craig Larsen, President

Overseas Offices: Tokyo, Japan; London,  
United Kingdom; Madrid, Spain;  
Canberra, Australia, Mexico City, Mexico.